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THE Business Journal.

Published by
THE STUDENTS OF THE B. Y. ACADEMY.

Provo, Utah, April 29, 1892.

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Students especially are invited to
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"LET EVERY MAN BE OCCUPIED."

VOL. I.

PROVO, UTAH, APRIL 29, 1892.

No. 10

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THE BUSINESS JOURNAL.

B. Y. A., Provo, Utah

THE SILVER QUESTION.

The silver question, in a business sense and from a political stand point of view, is perhaps second to no other problem before the people of the United States today. The two great political parties of the United States are far, very far, from having clearly defined positions on the question; section forms a much better line of division. As a rule the Western states and territories, both Republican and Democratic, favor the free coinage of silver, while the Eastern states are decidedly opposed to it. There is an important exception to this rule, however, in the fact that "free coinage" has considerable strength in the Southern states.

The war between the "goldites" and the "free silver" men has been raging in congress since 1873, when the former passed a bill demonetizing silver. All subsequent efforts to place the white metal on a par with the yellow as a money standard have

failed; the last attempt having been made but very recently. In these contests Senator John Sherman has been the recognized leader of the "goldites" and Senator Stewart of the "free silver" men.

Mr. George G. Merrick, of Denver, is also taking an active part in the affair. He claims that the demonetization of silver is unconstitutional. In order to test the point he took a silver brick to the U. S. mint at Philadelphia and demanded as his constitutional right that it be coined into money. Of course he was refused, and he thereupon took the case to the United States supreme court, where it is now pending.

It is claimed by the "free silver" men, that, as the country is constantly growing in population, more and more money is needed for the transaction of business and that the supply of gold is far inadequate to the increasing demand; that silver is the money of the working classes, who rarely have the opportunity of setting eyes on a dollar in gold; that silver naturally belongs by the side of gold as a unit of money, and that the opposition of Eastern "goldbugs" to free coinage comes from the fact that the supply of money would be increased and in consequence "the rate of usance here" in the United States would be brought down.

The "goldites" claim that there is plenty of money in the country for the transaction of business, and to attempt to place silver upon a monetary standard with gold in America while it is not recognized as such by the balance of the civilized world, would tend to drive all the gold out of the country and as a natural result, national bankruptcy would follow; that the demand for the restoration of silver is the mere clamor of Western mine owners and calamity howlers.

It is possible that an international congress may be held in the near future for the consideration of the silver question.

THE MINING FEVER.

The mining fever may be considered kindred to the spring fever, and it generally makes its appearance about the same season of the year. It frequently rages for several months in succession and is very contagious. In many instances whole communities and districts have been stripped of their adult male population, for the time being. Several days, some times a few weeks, and occasionally two or three months, of incessant tramping over hills and mountains and down canyons and gorges are required to cure the suffering patients. They then return to their fields, workshops and offices, sadder, wiser and poorer men. Persons of calm minds and steady going habits are not subject to a second attack of the disease but persons with excitable dispositions are in constant danger.

The disease is spread by means of innumerable small microbes which float about in the air, known as "rich strikes (?)." These microbes have been very numerous throughout the West this year, and especially so in Utah. As a result such popular resorts for curing the disease as North Tintic, Fish Springs, Deep Creek, Rock canon, etc., are being well patronized. Many of the patients are from Utah county and it is reported that American Fork is having an especially severe time of it.

WE would most respectfully urge upon all knowing themselves indebted to the BUSINESS JOURNAL to "square accounts" at once, as we desire to close our books before the close of the school year.

THE University of Utah *Lantern* is not at all satisfied with the military organization of the school. It asks for more scientific instructions, and less monotonous tramping upon the campus.

GREAT COMPOSERS.

BY MISS OTTILIE MAESER.

Could we but realize one-tenth of the struggle, deep thought and hard labor of the great composers, such as Mozart, Beethoven, Warner, Hayden and many others in producing beautiful operas, when those enchanting strains speak as it were, so perfect and exact is every note. One note to them is one word spoken, so clear it must be produced. Probably if we knew more of the history of these great men our feeling and sympathy and appreciation would go in harmony with their compositions. Many of us do not appreciate an opera. Why? Because we have not become acquainted with the composer; therefore can not enter into the spirit of the music. Neither are we familiar with the piece. So we don't understand.

It would then be advisable to read and get an idea of the opera produced before attending. Then follows the music; you will hear it gradually increasing, expressing probably ill temper of the composer, until it comes to a fever heat. Then he calms; something pleases him and it gradually diminishes—sounds like the fluttering of leaves, or the rippling of the clear water flowing so gracefully down the stream, his heart becomes so full of beautiful strains. At the ending it is all mirth and glee. How well it would be for us to learn and appreciate more of the beautiful harmony which inspires the soul, by means of which, in some instances, by one simple strain the roughest of men have wept.

AN ELECTRICAL SURPRISE.

A junior normal is an innocent enough looking creature, but you can't always trust him.

Brother Brimhall thinks so. Why? We will tell you.

On Tuesday evening last, Principal Cluff and Brother Brimhall had business at the Academy. They were going to draw a map of the library, and in order to get it accurate, came up stairs to step off the distances.

"I will strike a match," said Brother Brimhall as they came to the door. The Principal's hand rested on his arm a moment, and before he could strike the match, the door was opened, and instantly the room blazed with electric lights, revealing a large crowd of those innocent (?) juniors.

Brother Brimhall was surprised.

After a brief programme, consisting of speeches, songs, recitations, etc., an adjournment was taken to the Intermediate department. In the department were a number of tables. On the tables was a car load (more or less) of the things which cause the natural man to rejoice.

Brother Brimhall was astounded.

And then came one of the innocents with a large gilt framed picture, representing those juniors.

Brother Brimhall was dumfounded.

Then the folks fell to, and the immense strain upon the tables was removed.

Those who were not "to full for utterance" made remarks and speeches, gave toasts, etc. After awhile everybody went home, and

Brother Brimhall was the happiest man in town.

THE APPLE TREE.

BY WILLIAM H. ALLEN.

Old tree how silent you have been,
While winter rul'd the vale and glen
You've lock'd the treasure all the while
Nor dared on erring man to smile.

But what a lesson you have taught,
And what a noble work you've wrought,

To keep those flowers all within,
'Till past the frosts of winter's king.

But now your buds young spring adorn
And scent the air of early morn,
And now your beauties you display
To make this world of sorrow gay.

When all our fancies are supplied
With rosy fruit you'll us provide,
And thus the trust of God you keep
That man a harvest here may reap.

How like man's mission here to you,
How like the scenes he passes through,
The posts of sin his metal tries
To prove him worthy of the skies.

In mortal chains he is bound,
Yet from eternal worlds the sound,
The Gospel—which to all will bring
The beauties of eternal spring.

But he must keep his trust like you,
And wet it with the Gospel dew,
That he may bloom in world on high
When Satan's frost have passed him by.

Not only bloom in worlds divine,
But be to God a fruit sublime,
His works to do and praises sing,
Through the days of endless Spring.

THERE IS ROOM.

What a vast amount of room there is in the profession of advertising, for bright minds.

Why will the brightest of our young intellects persevere in adopting professions which are so much overcrowded?

Our profession of advertising is a new profession.

Does not the world want it?

Are there not thousands of well educated men panting, struggling, pushing, starving in the old ones? Grim, hungry lawyers looking for clients who never come?

Wretched physicians who have no chance to show anyone—how little they know of physics?

Nay, are there not men who would pay anything to be employed rather than be idle?

"But such is the glut of professionals, the horrible cut-throat competition among them, that there is no chance for one in a thousand, be he ever so willing, brave or clever; in the great ocean of life he makes a few strokes, and puffs, and sputters, and sinks, and the innumerable waves overwhelm him, and he is heard of no more."

Reader, are you one of these?

If, so, turn your mind and attention to the great problem of advertising. It will produce profitable results for you.—*Paul Pry in Publicity.*

The Woman Who Laughs.

For a good, every-day household angel, give us a woman who laughs. Her biscuit may not always be just right, and she may occasionally burn her bread, and forget to replace dislocated buttons, but for solid comfort all day and every day she is a paragon. Home is not a battle-field, nor life one long, unending row. The trick of always seeing the bright side, or, if the matter has no bright side, of shining up the dark one, is a very important faculty, one of the things a woman should not be without. We are not all born with the sunshine in our hearts, as the Irish prettily phrase it, but we can cultivate a cheerful sense of humor if we only try.—*Rural New Yorker.*

MISS MAESER is a visitor to the Salt Lake College, and the University this week. She sings at their Society at the College Friday evening.

LEGAL ASPECT OF BI-METALLISM.

We cull the following from an article which appears in the *Mining Age*, from the pen of George G. Merrick:

From before the beginning of history, silver has been the accepted universal money metal of all peoples. Since the time when "Abraham weighed to Ephron four hundred shekels of silver, current money of the merchants," silver has retained an historical position as the money metal best adapted to the monetary needs of the people. In the 18th year of the reign of Charles II., 1666, by act of parliament, the coinage of silver and gold was made free, unlimited and gratuitous, not only to English subjects, but to all the world. The American colonists were under the common law, because they were Englishmen, and by acts of parliament, and not by reason of colonial legislation.

When the American colonists declared their independence in 1776, all the common law rights were retained by them, and gold and silver coins were a legal tender by virtue thereof.

Until the Articles of Confederation, the people had a dual right recognized—that is, free and unlimited coinage of silver and gold for the use and benefit of the depositor, by the mints in the several states, or at the mint controlled by the general government.

Articles of Confederation July 9, 1778: "The United States in congress assembled shall also have the sole power of regulating the alloy and coin struck by their own authority or by that of the respective states."

Vermont and Connecticut established mints in 1785, and Massachusetts and New Jersey in 1786. By resolves of Congress, October 6, 1786, a national mint was established and a form of receipt prescribed to be given to such persons as should bring bullion to the mint for coinage. On July 6, 1785, Congress had "Resolved, That the money unit of the United States be one dollar," and on August 8, 1786, Congress attempted to arrive at the value—i. e. weight and fineness—of the dollar then current, in common use, accepted and adopted and most familiar to the minds of the people, and resolved that it should contain 375 64-100 grains of silver.

This was not a creative act, the pur-

pose of it being to declare what quantity of fine silver was contained in the Spanish milled dollar as then current and in common use by the people. The assays upon which this action was taken were found to be incorrect and did not state the true weight of the coin. The Spanish milled dollar was the standard in 1775 and continued to be the lawful monetary unit until the act of April, 1792, and, by use and custom, long after that date.

By the grant of power in the constitution, Congress has the right "to coin money, regulate the value thereof and of foreign coins," all power of coining being taken from the States.

This is an affirmative grant which is a negative to all other power. The power is to coin, there being no words which suggest a power to limit or suspend the coinage, nor can such a power be found by implication. There is a power to regulate the value algebraically, but no power to regulate the number or quantity of pieces to be coined or struck by the mint. The power is to coin, which carries with it the duty to strike or coin for the people all the silver—all the gold—they in their sovereign capacity may deposit at the mint for coinage and for the use and benefit of the depositor.

The constitution of the United States went into effect the first Wednesday of March, 1789, up to which date the pre-existing laws were: 1st, The Common laws of England; 2nd, Acts of Parliament; and, 3rd, the resolves of Congress passed by the Articles of Confederation. All of these pre-existing laws, rights, habits and methods of thought upon the article of coined money were then, and had been from the year 1666, that every citizen was entitled to the free and unlimited coinage of silver and gold bullion into current money for his use and benefit, and as a free people lose none of their established right by a change in the form of their civil government. It is absurd to claim that the American people, when they gave the exclusive power to do the mechanical work of congress, gave also the power to deprive them of their right of free access to the mint for the coinage of all the constitutional money metals they might by their industry acquire.

The power granted to Congress is the power to coin, not to limit, suspend, or embarrass. It is not a discretionary power, but it is a power to do,

to perform, an agency created to do a specific act, to any extent that the sovereign who created the agency might desire. A trust, to execute in behalf of the people who established it.

These are the plain, obvious and common sense interpretations of the intentions of the people upon the subject of coining money when they adopted the present constitution.

JAY GOULD.

He appears to be a man whom nothing would excite, and one of his brokers says, you can never tell from his expression when he reads a telegram whether he has made five millions or lost ten. Jay Gould, starting out in life the poorest of poor boys, by his apt business qualifications and good judgment and care is today one of the wealthiest, and on the whole, the most incomprehensible of New Yorkers. It is difficult though to tell exactly what Gould is worth. He is incessantly engaged in great operations, and is determined that no one shall be acquainted with his affairs.

Despite his outward innobility, the strain of his colossal operations upon his brain and nerves cannot be otherwise than very wearing. It is said he is troubled with sleeplessness, and that many of his gigantic schemes are worked out in bed.

He scarcely ever smiles and never lifts his voice above a conversation tone. He has no friends but a host of enemies. His life is in great speculation.

COMMERCIAL AND ACADEMIC DAY.

The following programme will be carried out on Commercial and Academic Day:

Music, Opera House Orchestra.

Prayer, Chaplin Larson.

Address, Pres. H. S. Martin.

Oration, Orator of the Day, Julia Farnsworth.

Vocal Selection, Miss Sophia Packard.

Recitation, Miss Stella Jacques.

Instrumental Music, Mandolin Club.

Speech, Commercial Department, Oscar Wilkins.

• Poetry, Weston Vernon.

Bass Solo, Wm. Roberts.

Our Military Department, Murry King.

Recitation, L. E. Eggertsen.

Quartette, Glee Club.

Valedictory, J. M. Jensen.

BUSINESS FAILURES.

BY A. L. BOOTH.

There never has been a time when undertakings in all kinds of business have been entirely successful. Misfortune, mismanagement, fraud, and negligence are among the causes of failures; and from very early times, some provision has been made to protect the creditors of those who are unable to pay their debts in full.

Not much more than a hundred years ago a person could be imprisoned for not paying what he owed, no matter if he were entirely honest, and had been reduced in circumstances through the sickness of himself or his family. Indeed in some of the European countries, laws are at present in force, permitting such a thing.

What is called a bankrupt law was passed in England finally, and a great many of those who were not successful in their trading, were relieved. The person who thus failed was to deliver up all his property to be sold for the benefit of his creditors, and if a certain per cent. of his debts were not paid from the proceeds of the sale, he was enjoined from engaging in that business. If, however, the bankrupt could within a stated period raise enough to pay such amount the injunction was removed.

The framers of the Constitution of the United States inserted a clause therein to the effect that "Congress shall have power to establish uniform laws on the subject of bankruptcies."

Congress has on three different occasions passed laws on that subject, but for some reason the laws have in each case been afterwards repealed, so that there is now no national law.

Each state, in the absence of congressional enactments, has the right to legislate on the subject, but so far as the writer has been able to learn no law of this kind has ever been passed in Utah.

The laws of different states vary; in some states a person is permitted to express a preference for certain creditors, as against others. This is usually looked upon with disfavor, and a majority of the state laws prohibit it. When a person or a corporation sees proper, an assignment of all, or of a part of the property can be made for the benefit of those having claims against such. This property is turned over to a person called the assignee, who is to sell it and pay off each cred-

itor proportionately to his amount of credit.

The assignee must give a bond for the faithful performance of his duties. Should fraud of any kind be discovered the assignee is liable to a punishment, and another will be appointed in his place. He can sell the property either at public auction or private sale, as the creditors think the one or the other will be more advantageous to them. When everything has been disposed of the assignee is discharged, and the insolvent can not be sued for any debts contracted before his assignment. If he desires to engage in the same business or any again he is at liberty to do so.

It is to be regretted that neither of the national bankrupt laws has been successful. We hope in the future that some statesman will rise up and bring about a uniform and just system of dealing with the unfortunate and too frequent occurrence of business failures.

TYPE-WRITER NOTES.

The Dennis Duplex Type-writer Company, after a large expenditure of money in getting up special machinery, etc., are now about ready to begin to push the sale of their machines. The outlook for this company is a bright one.—*Des Moines (Ia.) Leader.*

THE MYSTERIOUS LITTLE TYPE-WRITER.—The Blickensderfer Typewriting Co., has begun the manufacture of the machines. Heretofore the workmen have been engaged in making tools to be used in getting out the several parts of the type-writer.—*Stamford (Conn.) Record.*

SMILES FOR PLAYWRITES.—Three thousand plays were copied by typewriters last season in New York. Twenty-four were produced in that city, but only six proved successful. This probably is why the pretty typewriter always smiles upon the playwright.—*Dramatic News.*

The May Queen.

IN COCKNEY DIALECT.

"You must wike and caw-awl me eah-ly,
Call me eah-ly, moth-ah de-ah;
To-mowow will be the 'eppiest teime
Of aw-awl the gled new ye-ah;
Of aw-awl the gled new ye-ah,
moth-ah,
The med-dest mewiest dy;
Faw I'll be queen of the My, moth-ah,
I'll be queen of the My."

—*The Independent.***WHO WILL BE PRESIDENT?**

On the 8th of November next "electors" will be chosen in each State. The electors will meet at the capitals of their respective States on Tuesday, January 10, 1893, and vote for a President and a Vice-President; the electoral votes will be counted by Congress on Wednesday, February 8th, and the New President will be inaugurated on Saturday, March 4th.

But all that follows the election in November is formal. The interest concentrates on the selection of candidates and the popular canvass.

The first thing to be done is to make the nominations. The national conventions for this purpose are held in the late spring or the early summer.

There are now three parties which have an organization in all the States, and which may be called national: the Republican, the Democratic and the Prohibition parties. They all constitute their national conventions on the same plan, and transact the business of selecting candidates and forming a platform in the same way.

A national convention of either of these parties consists of delegates chosen in each State by State and district conventions, in number equalling twice the representation of the State in both Houses of Congress. Thus, New York has two senators and thirty-four members of Congress, and that State will be entitled to seventy-two delegates and votes in each of the national conventions.

A national convention usually effects a temporary organization and appoints committees on the first day of its session, adopts its platform of principles on the second or third day, and then proceeds to make its nominations. If there is no contest over the choice of candidates, a three days' session may complete the business; but the Republican Convention of 1888 was in session nearly a week before Mr. Harrison was nominated.

In Democratic conventions a contest over the nomination involves more delay than in conventions of other parties, for a two-thirds majority has been required to make a nomination by the Democrats ever since candidates were chosen by national conventions. In the other parties a majority is sufficient to make a nomination.

There will no doubt be other candidates than those named by the three parties mentioned, but unless some-

thing now quite unexpected occurs, every electoral vote will be given to the Democratic or to the Republican candidate.

After the convention the next event is the acceptance of the nomination by the candidate, who expresses his approval of the platform in a formal letter. Then follows the canvass under the guidance of the national committees, with all the enthusiasm-rousing accompaniments of stump-speaking, procession and torchlight parades.

The canvass grows warmer until the day of election. No device that politicians can invent is left unused. As the time for voting draws near, the parties become less scrupulous about the weapons they employ to beat the enemy. Sometimes they have resorted to tricks that were disgracefully unfair.

At the time this article appears there is plenty of interest in the coming election, but there is no excitement. It seems difficult to realize that men who now discuss matters calmly are sure before September ends to be in a state in which party feeling and passion, rather than their own sober judgment, will control them.

The result no man can foretell. The leaders of each of the two great historic parties are confident of victory, and they will exert themselves to the utmost to secure it.

The pending contest is one to interest all who have now, or who in a few years will have, a share in the duties and responsibilities of American citizenship. It should particularly engage the attention of the boys who are approaching manhood. Not merely the machinery of the election but the principles of parties should be studied with care, for thus only can the young man become a good and an intelligent voter.
—*Youth's Companion*.

A Defect in the School System.

Tourist.—So you teach the young idea how to shoot, eh?

Texan School-teacher.—No, stranger; pistol practice hain't one of the reg'lar studies at our school, but I think it ought to be, by jinks.—*Kate Field's Washington*.

YOUNG SPRIG: "Mr. Bidquick, I am worth \$25,000, and I love your daughter."

Mr. Bidquick (retired auctioneer): "Sold."

HIRE A PAINTER.

BY C. E. YOUNG.

When a man decides to go into business there are numerous things usually to be considered, and in his hurry and excitement the necessity of a painter is apt to be overlooked.

While, perhaps, painting is not the most important factor to one's success in business, it certainly is one that not only aids but is really necessary to success. Yet how often is it neglected and a poor excuse offered as a substitute. Some people, and by saying some, please do not mistake me as meaning a few, in calculating on the building or fitting up of a house, never figure on the painting, but think they can do that themselves. Admitting this to be true, let us look at the results. The house is completed with the exception of painting. They are compelled to go to the painter for at least sufficient instructions to commence with, after obtaining which they make a heroic (?) start. Some men are sensible enough to discover their error soon after commencing, thereby turning the work over to a painter. Others, however, are so stubborn that they wade through it until the job is completed (?). A person notes the antiquity of the work at a glance, yet says nothing, and the stubborn man with a sickly smile on his noble (?) countenance will tell him he did his own painting. Does he need impart that knowledge? No, most decidedly not. It is there in the work and is as plainly written as though every inch bore the inscription: "I did my own painting." Has he saved anything by doing it? In nine cases out of ten he has neglected other duties and in reality his loss will exceed his gain.

'Tis the same way with a business man's sign. Do not imagine because you can write a very neat and creditable letter, you can write your own sign, because you will make a horrid failure if you attempt it, and at the same time endanger your business. You may ask how, and in answer I will relate a little incident that happened in this city some two years ago:

A real estate dealer of Salt Lake City came to Provo to inspect any property that might be for sale. In passing a vacant lot he read the following sign: "For sale, enquire with-

in, or at———." It was written on the lid of a dry goods box. After remarking that he did not wish any dealings with the person whose signature was attached to the sign, his companion, a Provo man, asked if he was acquainted with the person and his reply was, "No, but no business man can afford to write his own sign." The sign to this day is still there, and its author, the stubborn man with a noble countenance, does not realize why. And so I could relate other circumstances to prove the necessity of engaging workmen to do workmen's work. You cannot afford to do anything else and although an old adage, it is quite essential to bear in mind, "Every man to his own trade."

Pencil Protector.

A new discovery has been made by railroad clerks in Pittsburg regarding the saving of lead pencils. The new idea to preserve a soft pencil is to take a gross of the useful articles and place them in a jar of linseed oil. Allow them to remain in soak until the oil thoroughly permeates every particle of the wood and lead. This has the effect of softening the mineral, at the same time making it tough and durable. It has been found very useful and saving, an ordinary pencil being used twice as long under the new treatment.—*Perrin's Stenographer*.

OUR readers may relish the following bit of humor, reported to us as an actual occurrence by a prominent iron manufacturer: In dictating to a new stenographer he used the following sentence: "Will sell you 27 black sheet at two ninety." When the type-written letter was handed him he read this statement: "Will sell you 27 black sheep at \$290." The error was corrected with due respect to the feelings of the stenographer, who afterward sought to explain the conception of terms to a friend as follows: "You see, Mr. Jones is always talking about pig iron, and, of course, I thought that there might be a good many other kinds of animal iron than pigs."
—*The Iron Age*.

SHE (of Montreal).—A great many of us wear snow-shoes almost all winter.

SHE (of New Orleans).—Don't they melt when you go in the house?—*Yale Record*.

HORSE SHOEING.

In this Western country where a smooth road or drive is as much a curiosity as an elevated railroad, the horse, if used to any great extent, whether as a riding, driving or draft horse, must have its feet protected from the cutting stones and frozen "chunks," which characterize the Rocky Mountain road. Some object to the practice of shoeing horses, on the ground that nature has provided them with feet of such rapid growth that they need nothing more to counteract the wear of the hoof. This is the case, perhaps, in countries of very soft and clayey ground, but it would be as cruel to work the animal continually on our roads with no shoes, as to send a Mexican to Greenland with nothing but his summer suit. Yet many horses in Utah suffer as much from bad shoeing as from being "tenderfooted."

Farmers who know nothing of the important work except that the shoe ought to "stick on" a long time, in order to save expense will do their own shoeing and often ruin the horse with resulting corns, contracted feet, hoof bound, etc.

For the benefit of young shoers we submit the following methods with the hope that the lame horse may be cured and the unblemished one kept so.

Never shoe a young horse, a lame one or one with crooked feet, but take him to a practical shoer and have it done right. When you do the work yourself on a sound foot be sure to set the shoe perfectly level with the weight on the wall of the foot. Be sure the shoe is not too narrow. If the foot is inclined to contraction spread the shoe after nailing it on by placing the bowl of the pinchers between the heels and prying outward.

Keep the shoe set well forward. Do not pare the frog much, it sheds off itself. Do not use rusty nails. If you pinch the nerve with one it is liable to cause great lameness.

See that the shoe fits the foot, not the foot made to fit the shoe.

Have no bearing on the sole of the foot, corns are caused by unequal pressure on the soft part of the hoof.

Never have your team shod unless you are working them, the feet are better in their natural state when at rest.

Do not leave the shoe on more than six weeks.

Be patient with a fractious horse,

no time is gained by pounding the ribs instead of the nail.

Putting on a blind bridle will often cure a kicking horse.

**BENJAMIN FRANKLIN'S
MAXIMS.**

Keep thy shop, and thy shop will keep thee.

Creditors have better memories than debtors.

Foolish men make feasts and wise men eat them.

When the well is dry they know the worth of water.

What maintains one vice will bring up two children.

Not to oversee workmen is to leave them your purse open.

If you would have your business done, go; if not, send.

Silks and satins, silks and velvets put out the kitchen fire.

Want of care does us more damage than want of knowledge.

If you would know the value of money try to borrow some.

By diligence and perseverance the mouse eats the cable in two.

Experience keeps a dear school, but fools will learn in no other.

Now I have a sheep and a cow, everybody bids me good morrow.

Early to bed, early to rise, makes a man healthy, wealthy and wise.

For age and want save while you may, no morning sun lasts all the day.

Work to-day, for you know not how much you may be hindered to-morrow.

Fly pleasure and it will follow you. The diligent spinner has a large shift.

Diligence is the mother of good luck; and God gives all things to industry.

Industry needs not wish, and he that lives upon hope will die fasting.

There are no gains without pains; then help hands, for I have no lands.

Lying rides upon debt's back, it is hard for an empty bag to stand upright.

Buy what thou hast need of, and ere long thou wilt sell thy necessities.

He that by the plow will thrive, himself must either (both) hold or drive.

Women and wine, game and deceit, make the wealth small and the want great.

At a great pennyworth pause awhile; many are ruined by buying bargains.

If you would have a faithful servant, and one that you like, serve yourself.

For want of a nail the shoe was lost,

and for want of a shoe the horse was lost.

Plow deep while sluggards sleep; and you shall have corn to sell and to keep.

Who dainties love shall beggars prove. Fools lay out money and buy repentance.

Always taking out of the meal tub and never putting in soon comes to the bottom.

Drive thy business, let not that drive thee. Sloth makes all things difficult, industry all easy.

**THE THEORY OF FICTION-
MAKING.**

Taking Shakespeare as the best and highest authority and drawing from his works the theory of fiction-making, the following would seem to be cardinal elements:—

I. There must be a story to tell.

II. The story must introduce us to extraordinary people; not impossible people, but people whose circumstances and whose lives are able to engender powerful interest.

III. The story must be thoroughly well imagined and told with consummate skill.

IV. The atmosphere of actual human life must be so artfully hung over all the scenes that we feel it, breathe it, and live in it while we read.

V. Every element of the story must be referable to the sources of human passion, aspiration, credulity, fancy, faith, or manners. Nothing in it must be untrue to the universal human possibilities; but each dramatic crisis must turn on some extraordinary conjunction. The common place must not preponderate.

VI. There must be absolute dramatic vision; without this the novel is a mere tale, the drama a mere play, the painting a lifeless transcript, the music a meaningless tinkle, the sculpture a form without suggestion.

VII. Last comes style, which is the final stamp of the personality of genius. There is no such thing as a masterpiece without the presence of this indestructible preservative. The only difference between realism and true romanticism in fiction is a difference in the appreciation of the nature and meaning of human aspiration. One deals with us as if we were animals to be subjected to vivisection; the other addresses itself to our humanity. One is appreciated only by

those who have acquired an unnatural appetite; the other satisfies a universal demand of the unspoiled man. A few pampered individuals find ease for a morbid nature in reading the literature of pessimism; but every healthy mind finds sweetness and comfort in the optimism of genuine romance. This is why not one great master of art in all the past ages is found to have been a realist. Genius has no wings save the wings of hope. Somewhere in every great work of art burns the generous fire of faith in the possibilities of human happiness and in the appreciation of heroism by the world. The true theory of fiction (and all art is fiction) is to be found in those works that have charmed the whole world for generations.—*Maurice Thompson, in the Chautauquan.*

BUSINESS MANAGEMENT.

BY O. A. KITTREDGE.

Editor of Business.

The term is to be taken in its broadest meaning, including everything from the manner of giving directions to subordinates by the proprietor or management to the arrangement of the furniture in the office, and from the division of the business into departments to the smallest routine that obtains in any one of them.

Business management, or as it is sometimes called, business generalship, is the one thing necessary at the present day to secure business success. Opportunities for trade and manufacture exist on every side. Men competent to act as subordinates are numerous, in fact, they are clamoring for employment at every office door, and they were never so well trained for their places as at present. Capital is abundant and its owners are urging it upon those whose success as managers or business generals warrants entire confidence. It is profitable, then, to the man aspiring to success in business to investigate and study the art of business management just as another would study law, intending to follow it and to make therein a name and a place for himself.

A few words upon each of the principal divisions of the subject is all for which the present occasion provides space. We start with a business in progress and with the force necessary to conduct it at work, and ask:

"What are the elements that characterize good management of the enterprise? or, what must a man have in order to be an excellent business manager? "Experience" is the common answer to the question in its latter form, but such an answer is inadequate, for with an equal amount of experience under like conditions, some men graduate with honors while others fail utterly.

The first and most important qualification of a business manager, it seems to me, is executive ability, but hand in hand with executive ability go system or method of Administration, and facilities or appliances for use both by the administration and also by the subordinates responsible to it.

Executive ability, I apprehend, is divisible, for the purpose of discussion at least, into three parts or functions, of which the most important is judgment of men—that is, the ability to select men for specified positions without mistakes. This comes either from long experience or an intuitive reading of human nature. Second in order is faculty of planning, or mapping out the campaign; and third is skill in marshalling the forces at hand and directing them toward the special objects in view.

System or method of administration is likewise capable of separation for sake of presentation into three grand divisions, and these are, conveying orders, receiving reports, and recording progress. Orders must be given definitely and positively, and to the right person and at the right time. It is bad to order two persons to do the same thing, and worse to order one person to do two separate and distinctly different things at the same time. Both breaks are confusing and subversive to any system. Reports at regular intervals from each one who is charged with any duty whatever is necessary; first, to inform the management of what has been done or what is being accomplished; and second, and for the far more important reason, to keep in the mind of the subordinate a lively sense of his responsibility to the management, not in a general and perfunctory way, but specifically and at all hours. Records of what has been done and is being done by each helper, and in each department of the business, are as necessary to the business manager as maps with location of troops to the

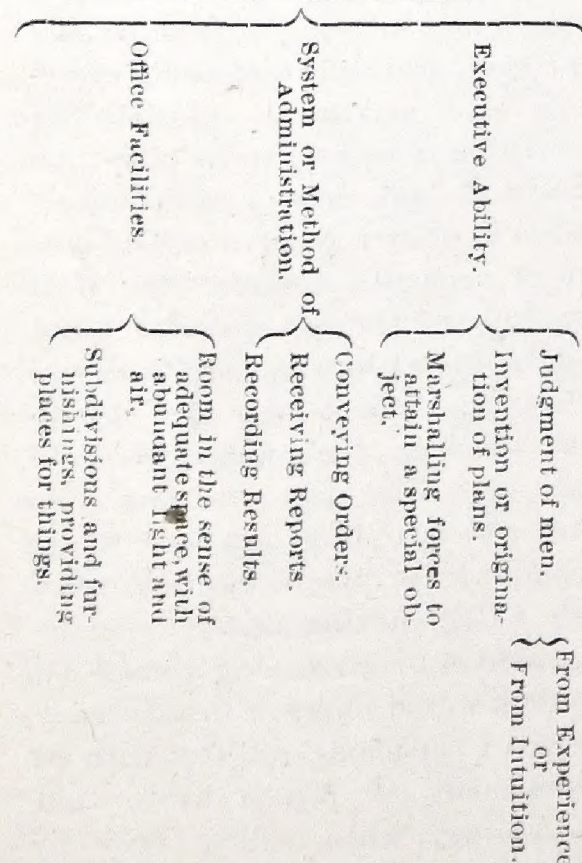
commanding general of an army. If the plan has been formulated and definitely recorded, as it should be, then comparison therewith day by day, of the reports of progress, reduced of course, to their lowest terms, will ever keep before the management the amount that is yet to be done, and will ever show what additions to the force and what modification of means are necessary to accomplish the end in view. How orders shall be conveyed from the management to heads of departments, and from the latter to the rank and file, how in turn the reverse order of reports shall be made up and delivered, and how the records of progress shall be arranged for the manager's use, form no part of this discussion. Each may be variously established in ways to serve a most excellent purpose. In fact, no two men would have these things alike in all their details.

There remains for consideration the facilities and appliances for the use of the management and those directly concerned in the administration. These embrace room in the mere sense of space, as opposed to cramped and inadequate quarters. Many a so-called manager in the name of economy makes his help cost far more than it should, or what is the same thing, gets only a fraction of what the money spent should supply, because, on account of crowded space the clerks are in each other's way, and because of lack of light and ventilation they are physically incapacitated from doing a full day's work. But room in the sense of space is no more necessary than the proper subdivision of the space, in a way to furnish conveniences, providing a place for everything and making it possible for everything to be kept in its place. An office is at best only a workshop arranged to deliver daily a certain output of accounts, records, etc.; if it pays to have the best and the latest improved machines and appliances in a factory, then it will pay also to have them in the office where still more expensive labor is employed. Many a clerk toiling at a table would accomplish far more work if provided with a desk having drawers. A department manager having a small flat top desk would improve in efficiency if given a capacious roll top, with its complement of pigeon holes, and the ability, when called away by other duties, to leave his work spread

about, all quickly made safe by closing the top. Contrast this plan with that of having to put things away one by one in drawers to keep them from prying eyes. A modern letter file, an adequate copying outfit, a system of call bells, the convenience of telephones and speaking tubes, and a hundred other adjuncts, each costing something in itself, and all amounting to a pretty sum of money, are absolute necessities whenever the broader economies and maximum efficiency of business administration are considered. Very frequently the saving is so great that they pay for themselves in a single season.

The two leading ideas I desire to leave with the reader at this time are these: First, an adequate system of administration, with definite orders given and reports made of work done, fixing as they do the responsibility for errors and delays where it belongs, and providing a sailing chart by which to determine what is next in order to be done, will often raise mere commonplace, executive ability to the dignity of a great success. And the second: superior facilities and convenient appliances for office work, in addition to enabling a given force to do more and better work than can be done with poor and cramped furnishings, will often attract superior men to the force of the establishment. By reason of the pleasant surroundings of a well equipped office, able and discriminating men will prefer to work in it at a reasonable price even against a higher figure offered in a small dingy hole where there is absolutely nothing to relieve the monotony of the daily drudgery and grind.

BUSINESS MANAGEMENT.



THE SPRING POET.

In the air, from a telegraph pole,
Amid shrieking of blasts, and the roll
Of the thunder, the poet was swung.
"Ode to Spring"—that is why he
was hung.

And the sun continues to smile
Through the whole April day; "all
the while
We have rest," sing the birds, happy
birds;
"We have rest," re-echo the words.

But a tear wells up to the eye
As we think of the future so nigh
When a score of young poets will 'pear
To make verse, 'bout the spring of
the year.

But a thought cheers us on in the
strife
To give battle to enemies of life:
In the Heavens above, we evoke
There will be no spring poets to
choke.

That's Different.

He.—And you will be mine?

She—No; I won't.

He—Why, you just said you would
marry me.

She—That's different.—*Detroit Free Press.*

Easily Remedied.

Crank—Your meat is so tough I
can't chew it.

Butcher—Why don't you have it
chopped.—*The Epoch.*

B. Y. A. BRIEFS.

EXAMINATIONS are coming on.

HAVE you settled your BUSINESS
JOURNAL account?

WHO will toast the "Academic"
whose hair needs cutting badly?

J. W. BOOTH, of THE JOURNAL staff,
is spending the week at his ALPINE
home.

ELDER S. R. THURMAN, father of our
local editor, arrived home from his
English mission this week.

WHO can compliment Murray King
highly enough on his fine satire on
the Rhetoric A "orators?"

THE crop of "Fourth of July" and
"Pioneer day" orators of the Rhetoric

B classes will be especially large this
year.

If you wish to talk with any of your
friends "up town," just step into room
9 and speak through "our new tele-
phone."

L. B. HAS certainly changed his
mind regarding the "sweetest girl in
school." It is no longer "Lillie" but
"Liza."

PROF. G. H. BRIMHALL delivered a
very interesting lecture last Thursday
evening at the Pedagoguim, subject
"Scriptural Pedagogy."

RHETORIC B has been indulging in
"spring poetry":

"The pretty flowers and buzzing bees
And the birds a singing in the trees,"
etc.

JOSEPH BAGLEY has been compelled
to discontinue school, on account of
illness, resulting from a small piece of
lead from a pencil being broken off in
his right temple. Blood poisoning is
feared.

"PUT this water on the stove to heat
Bro. R—, if you please," asked Profes-
sor Isgreen of a student. Half an
hour later: Professor—"Is the water
heated, Bro. R—?" Bro. R—"No, I
didn't think to light the fire."

THE following officers have been ap-
pointed for Normal Day: Orator, B. S.
Hinkley; class humorist, J. W. Booth;
class poet, H. M. Warner; class histor-
ian, Irene Mendanball; prognosticator,
May Thurman; valedictorian, O. W.
Andelin.

PROF. GILES contemplates giving a
"home made" concert in about two
weeks. Every thing will be original.
Several of the students are composing
the words for the choruses and with
the assistance of Miss Maeser, Bro.
Giles is setting them to music.

Two of our students were out for a
stroll: "Cash paid for live chickens,"
was written on the sign-board "Why
I believe I will take you in," remarked
the young lady. "Well," replied the
young gent, "if that were 'geese'
instead of 'chickens' I would certainly
take you in."

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